



FAST23

Successfully Acquiring IT Solutions that
Accelerate Modernization



Welcome and Intro



For more information visit:
FAST
2023

Today's Agenda

- Keynote Address
- State of the Marketplace
- Emerging Trends
- Navigating Cybersecurity and Risk Requirements
- 10 Min Break
- Market Research
- User Stories and Case Studies



Keynote Address



For more information visit:
FAST
2023

Keynote Address



Tricia Sieveke

Principal Deputy Assistant Commissioner
Information Technology Category



State of the Marketplace



For more information visit:
FAST
2023

State of the Marketplace



Lawrence Hale

ITC Deputy Assistant Commissioner
Category Management



Stephen Carroll

Acting Director for the Acquisition Policy
Division



Emerging Technology



For more information visit:
FAST
2023

Emerging Technology



Udaya Patnaik

Chief Innovation Strategist
Information Technology Category, GSA



Michael Berkholtz

Senior Manager, Technology Lifecycle Services
Information Technology Category, GSA



Emerging Technology & You

Start with a poll

- Where you're coming from
- Relevance to your work
- How you prefer to learn



Navigating Cybersecurity and Risk Requirements



For more information visit:
FAST
2023

Navigating Cybersecurity and Risk Requirements



Giovanni Onwuchekwa
Senior Strategic Advisor
Information Technology Category
(Moderator)



Rosa Underwood
IT Specialist, IT Security
Subcategory
Information Technology Category



Navigating Cybersecurity and Risk Requirements



Terence Rountree

Director, Office of IT Security Subcategory
Information Technology Category



Emma Achale

Supply Chain IT Operations Analyst
Supply Chain Risk Management Division
Information Technology Category





**FAST
2023**

Poll & Time for a Break

Market Research



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Modernizing Market Research

Utilizing GSA's Market Research as a Service (MRAS)

Presented By:

Tiffany Shabanian

MRAS Program Manager

Why Research?

- 01 To gain knowledge
- 02 To make informed decisions
- 03 To drive mission capabilities
- 04 To remain relevant, gain efficiency, and innovate
- 05 To ensure regulatory compliance
- 06 To understand market constraints and recognize opportunities





The Policy

Results are Important

01

To gather results, the policy is clear, we must only ask potential sources for the minimum amount of information.

02

So how do we get the information we need and limit the burden of the market?

10.001 Policy Table - Results Help Determine	
If sources able to meet the agency's need exist	✓
Determine if commercial items or, to the extent that commercial items suitable to meet the agency's needs are not available, nondevelopmental items are available that - (A) Meet the agency's requirements; (B) Could be modified to meet the agency's requirements; or (C) Could meet the agency's requirements if those requirements were modified to a reasonable extent.	✓
Determine the extent to which commercial items or nondevelopmental items could be incorporated at the component level	✓
Determine the practices of firms engaged in producing, distributing, and supporting commercial items, such as type of contract, terms for warranties, buyer financing, maintenance and packaging, and marking.	✓
Ensure maximum practicable use of recovered materials and promote energy conservation and efficiency	✓
Determine whether consolidation is necessary and justified	✓
Determine whether bundling is necessary and justified	✓
Assess whether 508 compliance standards can be bet.	✓

The Procedures



Plenty of Online Tools

- GSA Interact
- Acquisition Gateway
- GSA Advantage
- GSA Ebuy
- Calc
- Discovery
- eLibrary

Plenty of Market Expertise

- Government Wide Category Managers
- Other Acquisition Professionals
- Internal Experts

10.002 Procedures - Techniques and Activities May include:	
Contacting knowledgeable individuals in Government and industry regarding market capabilities to meet requirements.	✓
Reviewing the results of recent market research undertaken to meet similar or identical requirements.	✓
Publishing formal requests for information in appropriate technical or scientific journals or business publications.	✓
Querying the Governmentwide database of contracts and other procurement instruments	✓
Participating in interactive, on-line communication among industry, acquisition personnel, and customers.	✓
Obtaining source lists of similar items from other contracting activities or agencies, trade associations or other sources.	✓
Reviewing catalogs and other generally available product literature published by manufacturers, distributors, and dealers or available on-line.	✓
Conducting interchange meetings or holding presolicitation conferences to involve potential offerors early in the acquisition process	✓

What is MRAS?

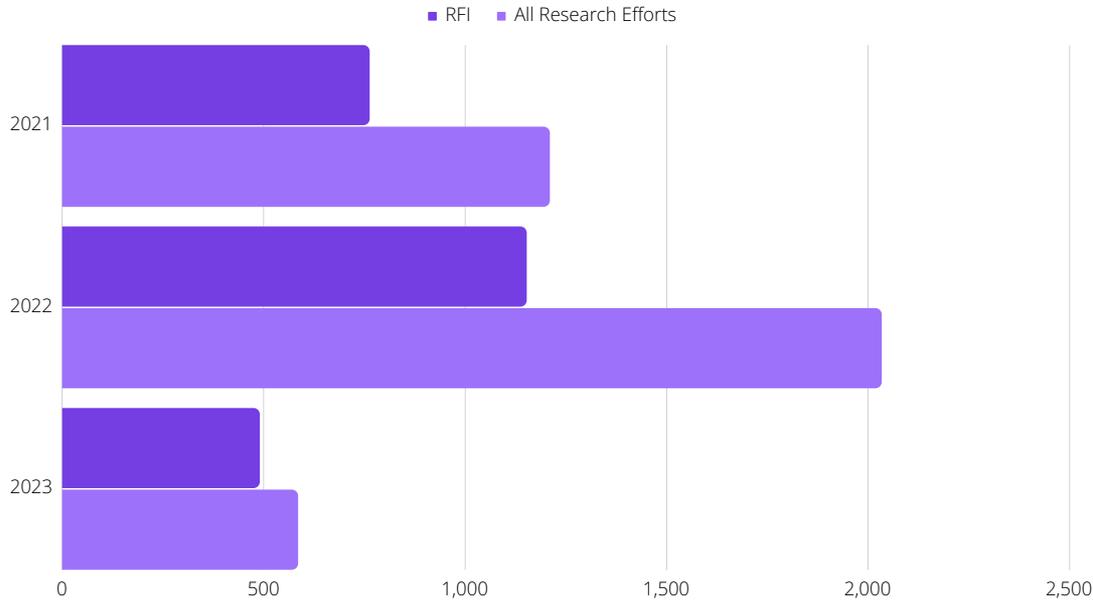
MRAS uses the **latest research techniques** to help agencies visualize the **competition and socioeconomic** responses that they can expect if they use GSA's acquisition vehicles.



Objectives of MRAS

- To make market research easier for all stakeholders.
- Creating Government-wide efficiencies in Acquisition Planning resulting in Taxpayer savings.
- To give industry a voice.
- To provide accurate data that summarizes the marketplace
- Listening to stakeholder feedback to continuously improve our services.





MRAS Program Successes



Awards

Over **\$36 Billion** or about **50%** of market research opportunities are awarded to GSA Contract Holders.



Top Customers

- Air Force
- Army
- Navy



Top Categories Researched

- Professional Services
- Information Technology
- Facilities
- Industrial Products and Services
- Security and Protection



MRAS Success Story



Customer: Department of Defense

Requirement: Army Enterprise Application Modernization and Migration to Commercial Cloud

Results:

- Complete market report within two weeks, identifying 26 small businesses.
- The MRAS market research report helped to define their acquisition strategy.

The MRAS Process



We take the time to understand you and the requirements

We organize your data and mission needs

We develop a market target and Request for Information (RFI)

We engage industry partners and collect data

We deliver results through market reports, data and knowledge

Available Service Options



Rapid Review

Identifies if your requirement fits the scope of existing GSA acquisition solutions in 24-48 hours.

GSA Advantage Product Market Research

Search up to 20,000 items on GSA Advantage at once

Request for Information/Market Research Report

Streamlines the RFI process and consolidates the results into one report with visuals.

Industry Engagement

Targeted industry engagement regarding Agency specific requirements during MRAS Industry sessions.

Market Research As A Service

Market Research As a Service (MRAS) delivers meaningful market data to Federal, State, and Local agencies for free. Through FAR Part 10 compliant requests for information (RFI), sources sought, industry days, and advanced product research, MRAS collects data to help customers understand where their need fits within the GSA government-wide marketplace.

EXPLORE OUR OFFERINGS

MRAS provides automated RFIs & Sources Sought for services and advanced GSA Advantage! product searches.

Product Research Request

Search up to 20 thousand products on GSA Advantage and receive a market report.



RFI - Service Request

Request a RFI to understand GSA Contracts and Industry Capabilities with a market report.

MRAS Report Archives - COMING SOON!

Search thousands of previous market research reports to research your requirement. OMB Max login required.

Buy.GSA.gov/MRAS

5 Steps to MRAS RFI



Understand the Requirement



Organize the Research Questions



Develop RFI



Engage Industry



Deliver Market Report

How We Research

Technical Question(s) - Yes/No

You can further explain your response in the Capabilities Statement below.

	Yes	No
1. Does your company have relevant experience in performing the requirements under Section 4 of the draft SOW?	<input type="radio"/>	<input type="radio"/>
2. Does your company have relevant international experience with conducting various human performance technology related analysis, such as, front-end, training needs, manpower requirements and gap?	<input type="radio"/>	<input type="radio"/>
3. Does your company have the ability to provide OCONUS support in accordance with the locations listed in the draft SOW?	<input type="radio"/>	<input type="radio"/>

Technical Question - Multiple Choice

In your estimation how much of this potential requirement would your company need to subcontract to other companies?

Answer

Required, please include with your Capabilities Statement

- Use commercially available software to streamline the process
- Ask yes or no questions, ranges, pre-set percentages, and more
- Customize questions with visualizations and creating data sets in mind
- We can ask industry for videos, websites, demos, manuals, and more



Demonstrating Results

MRAS Market Research Reports provide:

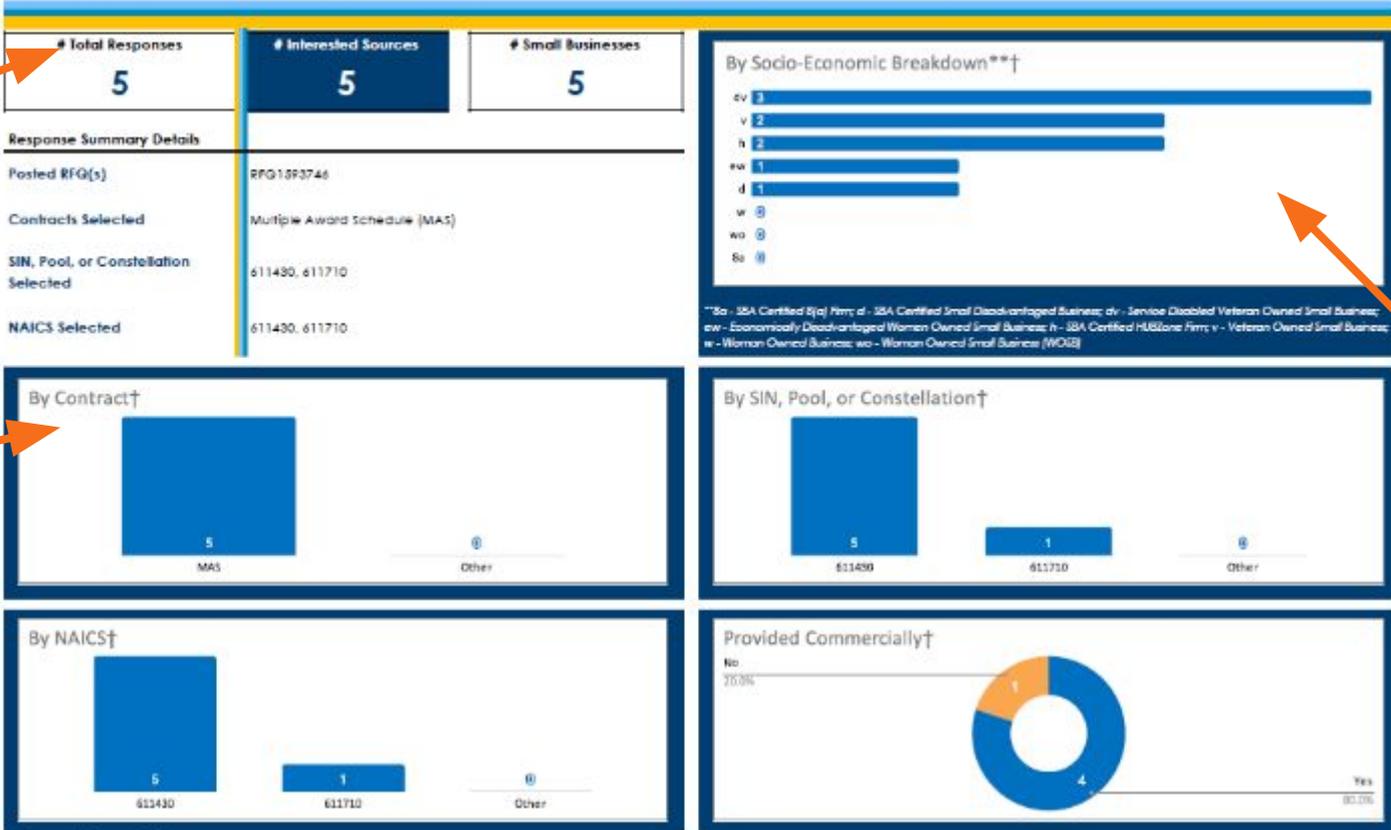
- A comprehensive Market Research Report
- Socio-Economic Outlook
- Summary of Industry Feedback
- Narratives to leverage Acquisition Planning

Competition Determination:

May generate adequate competition under the following GSA solution(s): Multiple Award Schedule (MAS)

May be able to target small businesses for this requirement.

All information should be independently verified by reviewing the market research data submitted and the capabilities statements linked to this report.



Summarizes number of interested parties that are small or other than small businesses.

Summarizes number of interested parties by GSA contract vehicle.

The report provides a recommendation based on the number of respondents and the contracts researched.

Summarizes the socio-economic designations of interested parties.

The Results

Industry

- Visibility as potential source in front of customers.
- Access to GSA and Agency Points of Contacts.
- Responses to RFI lead to additional business; 50% or more of the requirements we research go to a GSA contract holder

Agency Acquisition Professionals

- Provides agencies with visuals and data they can include in reports to Small Business.
- Provides agencies with narratives they can leverage for Acquisition Planning.
- Gives agencies an outlook on whether competition and socio-economic participation is likely.

MRAS Value Added Benefits

01

Streamlines market research and
Reduces acquisition time

02

Continuous support from your local
GSA Customer Service Director

03

FAR Part 10 Compliant

04

Identifies the business size
appropriate for the requirement

05

Aligns Agency needs with GSA
contracts and solutions

06

Promotes category management

What Our Customers are Saying.....

"MRAS helped me avoid doing it the way it's always been done before."

"...I used MRAS and in 10 days, had 40 people respond. GSA then went over the report and did a deep dive to identify specific socioeconomic factors. It was very helpful!"

"I am very satisfied with this process,...I am extremely happy with the results and plan to utilize the services again....I will share this positive experience with other supervisors in my organization and encourage them to utilize these services as well. Great Job!"

"...the customer utilized the MRAS RFI process to determine their overall acquisition strategy. The MRAS program has proven to be a value added program!"

Customers – Effective Market Research Training

Learn why market research is conducted, when and how to conduct market research; the regulatory nature of FAR Part 10 and how it ties into acquisition planning (Part 7) small business set-asides, commercial items, contract type selection and more. Also learn how to get better results by making your data collection methods easier. The course will use real life scenarios, examples from GSA's market research initiatives, tools, experts and more. This is a one (1) CLP credit course.

April 27th 2023 - 1 pm - 2 pm ET

May 25th, 2023 - 1 pm - 2 pm ET

June 22nd, 2023 - 1 pm - 2 pm ET

July 27th, 2023 - 1 pm - 2 pm ET

August 24th, 2023 - 1 pm - 2 pm ET

September 14th, 2023 - 1 pm - 2 pm ET

Visit: www.gsa.gov/events for more information



Making Market Research Easy – Enhancing Industry Partnerships

Want to learn more about Requests for Information (RFIs) and how they can be a useful tool for your business? This webinar will bring innovative insights on how to respond to GSA's RFIs by providing tips and tricks from the experts on how to fill out these important surveys. Participants in this session will walk away with a better understanding of why GSA collects industry responses and how the data collected shapes future purchasing decisions. Register now for this monthly webinar to stay informed and hear directly from GSA experts!

April 25th, 2023 - 12 pm - 1 pm ET

May 30th, 2023 - 12 pm - 1 pm ET

June 27th, 2023 - 12 pm - 1 pm ET

July 25th, 2023 - 12 pm - 1 pm ET

August 29th, 2023 - 12 pm - 1 pm ET

September 26th, 2023 - 12 pm - 1 pm ET

[REGISTER NOW!](#)

[BUY.GSA.GOV/MRAS](https://buy.gsa.gov/mras)



Contact Us



rfi@research.gsa.gov



[Industry Help Request Form](#)



buy.gsa.gov/mras



www.gsa.gov/CSD



Market Research - buy.gsa.gov



Andrea Azarcon Heller

Director, Stakeholder Engagement Division
FAS's Office of Enterprise Strategy Management

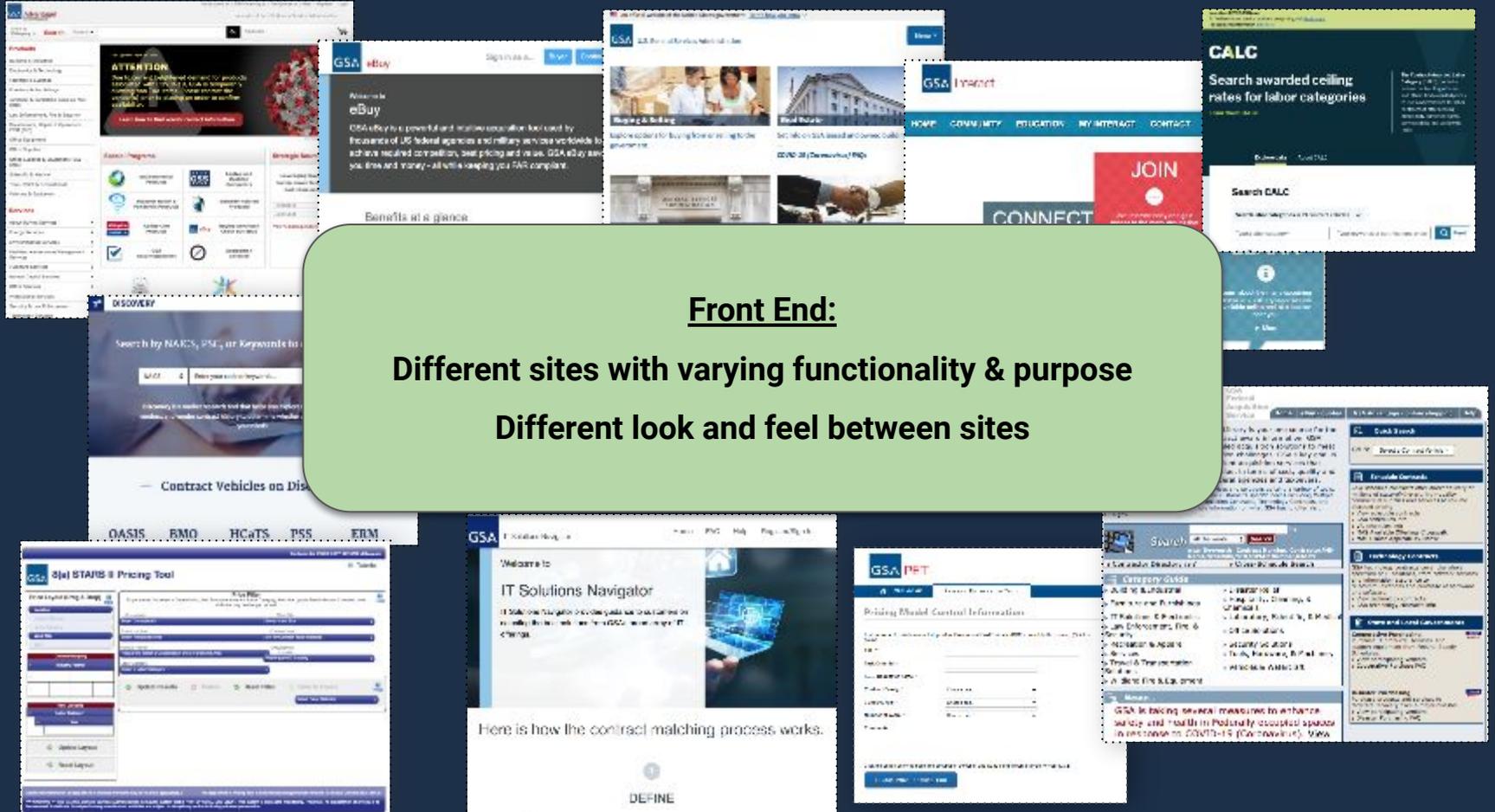


Kristen Siddiq

Strategic Initiatives Specialist



Current State



Front End:

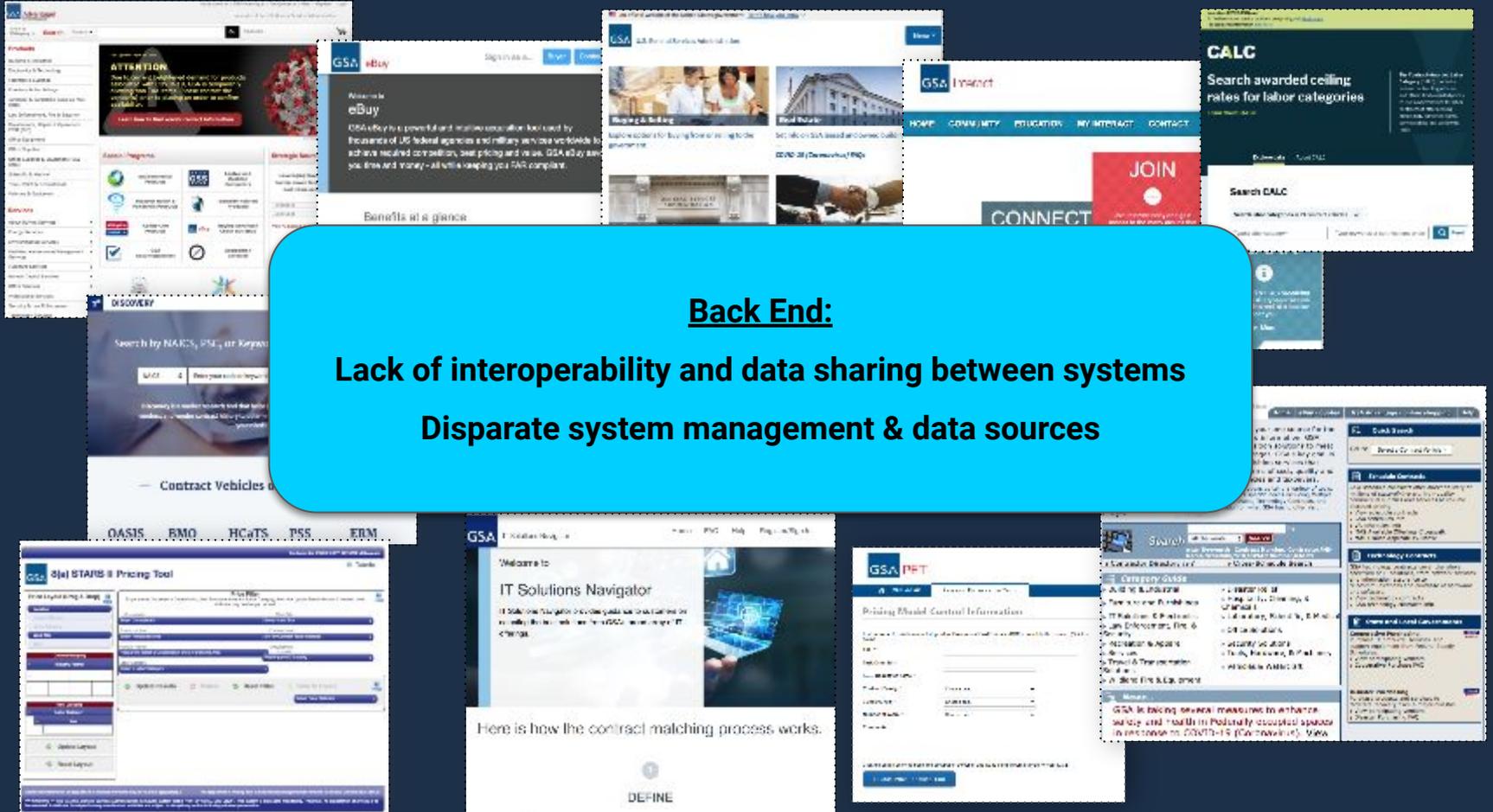
Different sites with varying functionality & purpose

Different look and feel between sites

Here is how the contract matching process works.

DEFINE

Current State



Back End:
Lack of interoperability and data sharing between systems
Disparate system management & data sources

Here is how the contract matching process works.

GSA is taking several measures to enhance search and match in historically occupied spaces in accordance with 48 CFR 101-11.6. More



Live Demo of Buy.GSA.Gov

GSA FMP
STRATEGY

Research GSA Contracts and Vendors

An official website of the United States government [Help's how to register](#)

GSA BUY.GSA.GOV | CONTRACTS & VENDORS

Buying ▾ Selling ▾ Help ▾

Search GSA Contracts

Search by NAICS, SIN, Vendor Name, Vendor Unique Entity Identifier (UEI) or Contract Number.

NAICS ▾

Important: This site is currently under development (test/beta) phase. The contract data is updated weekly.

Simple

You can find GSA Contract award information by typing a criteria and selecting "Search". Our government contract database will provide recommendations.

Coming Soon! Advanced

Advance searching lets you target and filter areas, like SBA Socioeconomic, Subcategories, and Contract Vehicles to tailor your searching experience to your needs.

[Return to top](#)

Feedback



Research GSA Contracts and Vendors

Why It Exists and What is its Value?

- Easily find contracts and vendors
- Search by NAICs, SINS, vendor name, vendor Unique Entity Identifier (UEI) or contract number
- Filter by
 - Categories
 - Subcategories
 - Socioeconomic categories
 - Contract vehicles
- View vendor and contract details
- See how previous contracts were structured
 - Help you develop similar contract for your work





Buying Selling Help

Search labor category ceiling rates applicable to GSA's Multiple Award Schedules

This tool allows you to review fully burdened Not-to-Exceed Ceiling Rates awarded under GSA Multiple Award Schedule (MAS) contracts. You can use it to conduct market research and develop Independent Government Cost Estimates.

The tool can be used to assess the relative competitiveness of a vendor's price to other vendors' prices on MAS contracts. However, the tool is to be used only as part of a larger negotiation objective development strategy that seeks fair and reasonable pricing (in accordance with FAR 15.4).

IMPORTANT: This tool is currently under development. The pricing data reflects a limited number of Schedules contracts (primarily professional and IT services) as of April 2022.

Search by:

Labor Categories Exact Match

Feedback

Filters

Education Level

Not-To-Exceed Hourly Ceiling Rate



Why Does it Exist and What is its Value?

- Search GSA Multiple-Awards Schedule Not-to-Exceed Ceiling Rate
 - Find hourly rate data based on:
 - Contract
 - Vendor
 - Filters for:
 - Education Level
 - Work Experience
 - Security Clearance
 - And More!
- See range of fully-loaded labor rate data to make better buying decisions



Interact



Interact

GSA Interact helps industry and government better communicate and learn from each other in order to build more successful business partnerships.



EXPLORE INTERACT COMMUNITIES

Join our communities to learn about acquisition topics, as well as interact with others in government and industry.

Filter to refine communities

All Communities (A-Z) ▾



Interact

Why Does it Exist and What is its Value?

- Build Better Business Relationships
 - Both government and industry
- Learn more about acquisition topics of interest
 - Contract vehicles
 - Categories
 - Socioeconomic concerns
 - And More!
- Help you learn more about the latest and greatest in federal acquisition news and practices



Find Samples, Templates, and Tips

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Find Samples, Templates & Tips

The documents below are templates, samples, and articles that our GSA contract teams have curated for you. These documents can help you write requirements, prepare your acquisition package, and execute your contract.

Use the filters on the left to sort for the documents you need.

Results Filtered by:

[Clear All](#)

Keyword Search

Category ▾

Subcategory ▾

Document Type ▾

Available Resources

Showing 1 - 25 out of 239 Documents

	Document Title	Document Type	Document Rating	Actions
+	Advanced Persistent Threat Buyer's Guide	Buyer's Guide	3 0	...
+	IT Security Continuous Diagnostics Management Tools Ordering Guide (GSA 2022)	Buyer's Guide	1 0	...
+	Highly Adaptive Cybersecurity Services Ordering Guide	Buyer's Guide	1 0	...
+	Physical Access Control Systems Ordering Guide	Buyer's Guide	3 0	...

Feedback



IT

Find Samples, Templates, and Tips

Why Does it Exist and What is its Value?

- Search through curated acquisition documents
- Find sample and template docs to put together acquisition package
- Easily find docs you need through keyword search and filters
 - Find documents by filtering for:
 - Acquisition category
 - Acquisition phase
 - Document Type
 - Resource Type
- Save time and find documents that pertain to your acquisition needs instead of starting from scratch



Market Research - Category Management Resources

Category Management Benefits	Market Research Tools for Buyers
Centralized government-wide procurement resources	Acquisition Gateway
Improved visibility of spend data	Government-wide Category Management Dashboards, Prices Paid Portal
Easier market research	Solutions Finder, BIC Research Tool, Discovery Tool, CALC Tool, IGCE Tool, Prices Paid Portal, BIC Resource Page
Government-wide knowledge sharing	Category Hallways, Community Discussions, Connections Finder, Document Library, Project Center

Market Research - Category Management Resources

RESOURCES:

- [Acquisition Gateway](#)
- [Best-in-class \(BIC\) Resource Page](#)

TOOLS:

- [Solutions Finder](#)
- [Forecast of Contracting Opportunities](#)
- [The Document Library](#)
- [Independent Government Cost Estimate \(IGCE\) creation tool](#)



Market Research: Requirements

Overview of the tools, techniques and best practices that can assist with market research:

- [APPs](#) (use cases are designed for novice users)
- BUY.gsa.gov calls these “[samples, templates, and tips](#)” (designed for more experienced users)
- [MRAS](#)
- Best practices based on what you actually need
- How to articulate your need into an SOW
- When/how to involve CO



User Stories and Case Studies



For more information visit:
FAST
2023

Acquisition Guidance for Procuring 5G Technology



Christian Williams

Section Chief, Wireless Mobility and SATCOM
Information Technology Category, GSA





USE CASE 1

Acquisition Guidance for Procuring 5G Technology



Your Guide to 5G Acquisition

- **Secure 5G and Beyond Act of 2020** ordered strategy to ensure the security of next generation mobile telecommunications systems and infrastructure.
- **Acquisition Guidance for Procuring 5G Technology** is plain-language resource to help government agencies buy fifth generation (5G) wireless technology.
 - **Tools and Strategies for Contracting 5G**
 - **5G Use Cases in Government**
 - **Standards for 5G**
 - **General Background**
- Ongoing, multi-agency effort to document and share best practices for optimal 5G deployments.



Best Practices From Across the Government

Contributing Departments, Agencies, and Organizations

1



2



3



4



5



6



7



8



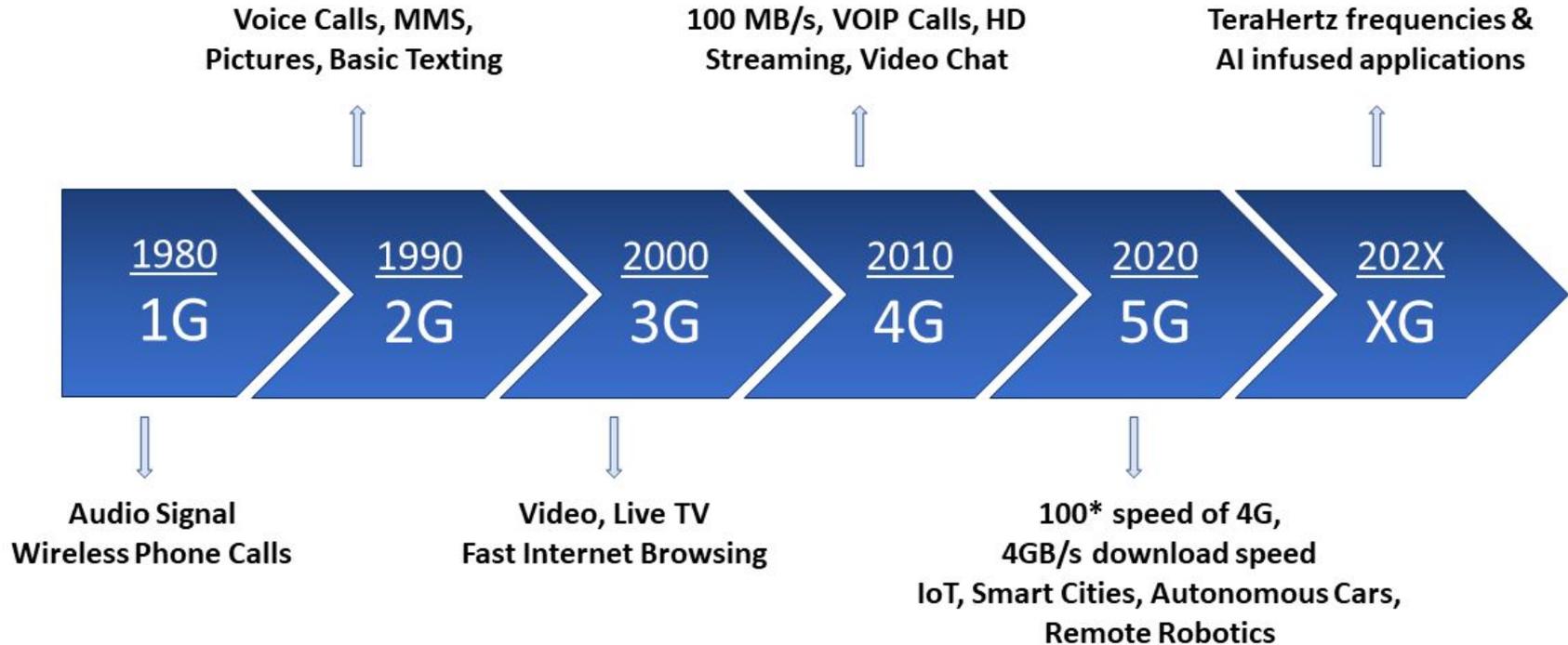
9



1. National Aeronautics and Space Administration 2. U.S. Department of Commerce, National Telecommunications and Information Administration 3. U.S. Department of Defense, Office of the Chief Information Officer 4. U.S. Air Force 5. U.S. Marine Corps 6. U.S. Navy 7. U.S. Department of Homeland Security, Cybersecurity and Infrastructure Security Agency 8. U.S. Department of State 9. U.S. General Services Administration



The Evolution of Mobile Networks

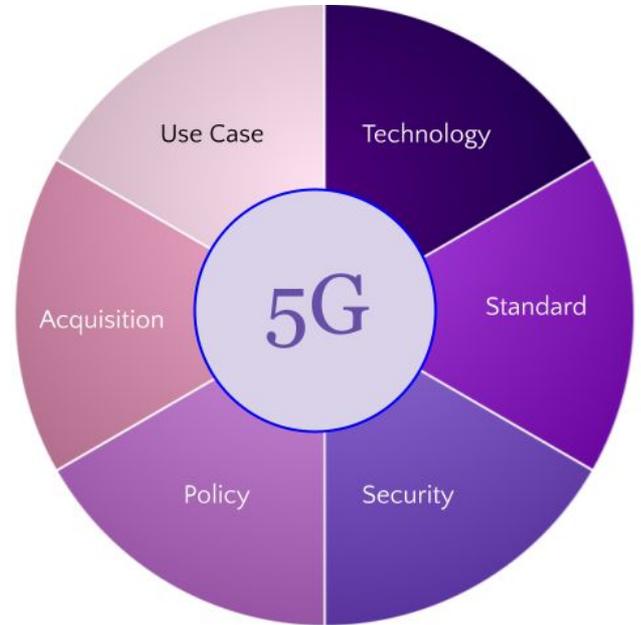


Role of Security in Public Sector 5G Deployment

5G implementation requires increasing security and resilience at the design phase and reducing national security risk from untrustworthy 5G networks.

Some risks that should be considered:

- Attempts by threat actors to influence the design and architecture of 5G networks
- Susceptibility of the 5G supply chain (SC) due to the malicious or inadvertent introduction of vulnerabilities
- Current 5G deployments leveraging legacy infrastructure and untrusted components with known vulnerabilities
- Limited competition in the 5G marketplace resulting in more proprietary solutions from untrusted vendors

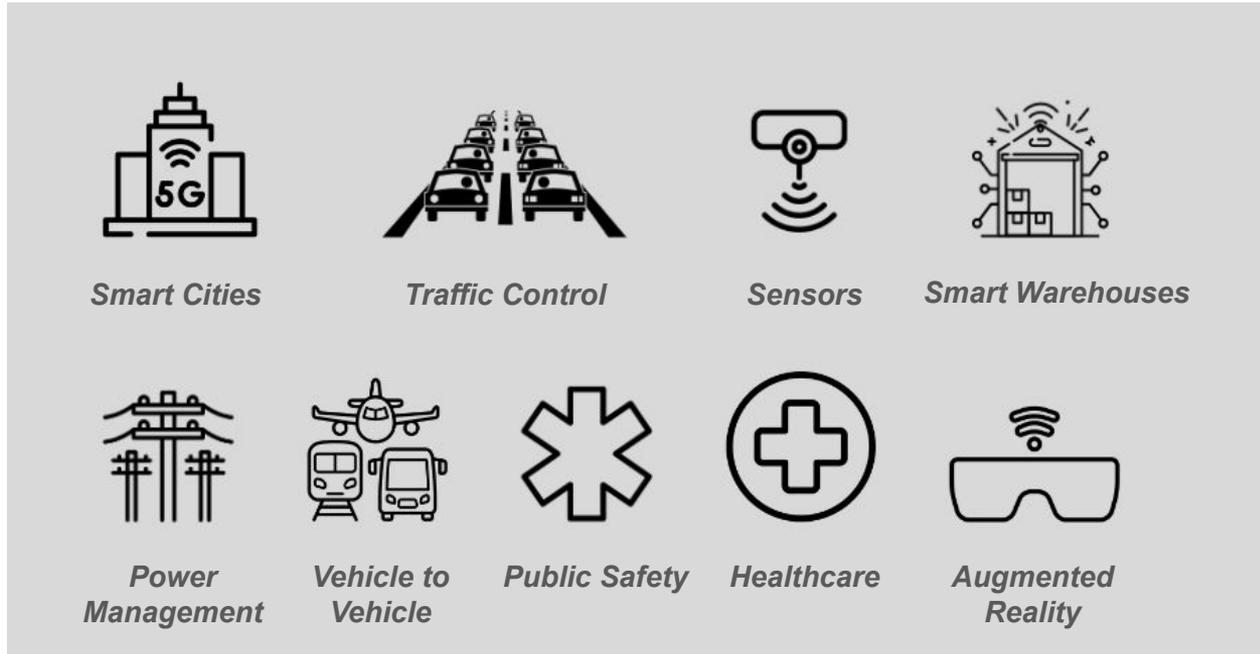


5G Use Cases

- Use Cases help agencies identify real-world scenarios where 5G will be most applicable.
- While many use cases are already possible with other wireless technologies - such as Bluetooth, Wi-Fi 6.0, LoRa, and 4G; 5G technology magnifies their potential.
- Some use cases require the higher data rate, lower latency, or the ability to connect many more devices in a small area provided by 5G.
- *Framework to Conduct 5G Testing* was written by the FMG and is available on CIO.gov.



5G Service Provider Use Cases



5G is expected to enable a wide range of use cases and IoT applications

5G Enterprise Systems

**Augmented and
Virtual Reality**

**Remote control of
unmanned vehicles**

**Local Area Network
(LAN) and Cable
Replacement**

**High precision
supervisory control
and data acquisition**

**High speed telemetry
from tethered
government systems**

Intelligent Video

Acquisition Strategies - Wireless Mobility Solutions

- Category approach to mobility by including a suite of products
- Centralizing mobility on Multiple Award Schedule (MAS) under SIN 517312 simplifies market research
- Evergreen Period of Performance on MAS and On-Ramp provides greater flexibility
- Open to all federal agencies, as well as State, Local, Regional and Tribal through Cooperative Purchasing Program

Eleven subcategories provide customers with a “one-stop-shop” for mobility solutions

1. **Wireless Carrier Services**
2. **Mobile Hardware/Infrastructure**
3. **Mobility-as-a-Service (MaaS)**
4. **Enterprise Mobility Management (EMM)**
5. **Mobile Backend-as-a-Service (MBaaS)**
6. **Telecom Expense Management Services (TEMS).**
7. **Mobile Application Vetting**
8. **Mobile Threat Protection (MTP)**
9. **Mobile Identity Management**
10. **Internet of Things (IoT)**
11. **Other/Mobile Services**



Acquisition Strategies - EIS Mobility Service

Ensure agencies have the ability to obtain a broad range of Mobile Wireless and Managed Mobility services

Focus on Mobility services that support an enterprise wide network solution

- ❑ 5G access/Fixed Wireless Access
- ❑ Integrated mobile security with enterprise network security
- ❑ WiFi and 5G integration
- ❑ Look ahead to Private 5G network implementations



The Federal Mobility Group

- Works across federal government to identify **common mobility challenges**, develop **workable solutions** and create opportunities to **share best practices**.
- Chartered under the Federal CIO Council, with a matrixed reporting relationship to the Federal IT Category Manager & Office of Federal Procurement Policy (OFPP).
- Focused on **non-national security** and **mobility mission** related challenges faced by agencies. Includes 5G, Internet of Things (IoT), Artificial Intelligence (AI), Security, Policy, Regulations, and other Emerging Technologies.

FMG Working Group Pillars

- **Mobile Security**
 - **Acquisitions**
 - **5G & Mobile Network Infrastructure**
 - **Mission Enablement**
- Membership open to federal employees and support personnel. Contact fmg@gsa.gov to join.





USE CASE 2

An Example of GSA's Cloud SME Support



Speaker



Barry Hodge

Branch Chief, Software and Cloud Division
Information Technology Category, GSA



GSA's Cloud Marketplace

Empowering agencies to develop and implement cloud acquisition strategies through a modernized and simplified approach.



Easier Access to Secure Common Core Cloud Services

Access to Expertise

Centers of Excellence to infuse best practices into agency strategies

Acquisition support from fully-assisted to self-managed

Industry partner best practices

Self-Service Online Experience

Requirements definition, cost estimates, compliant acquisition documents

Cloud catalog matching requirements to qualified industry partners

Cloud consumption and spend data during contract administration

Acquisition Vehicles

Governmentwide Acquisition Contracts

8(a) STARS III
Alliant II
EIS
VETS 2

Multiple Award Schedule

Cloud
FM QSMO
IT Prof. Services
Software
E-Commerce

Tailored Solutions for Common Requirements

DEOS
Other agency specific
Cloud BPAs
Ascend BPA
TTS Cloud.gov



Background

Selective Service System (SSS), which maintains a high-profile public facing website, approached ITC with a draft PWS covering a full scale migration to Cloud.

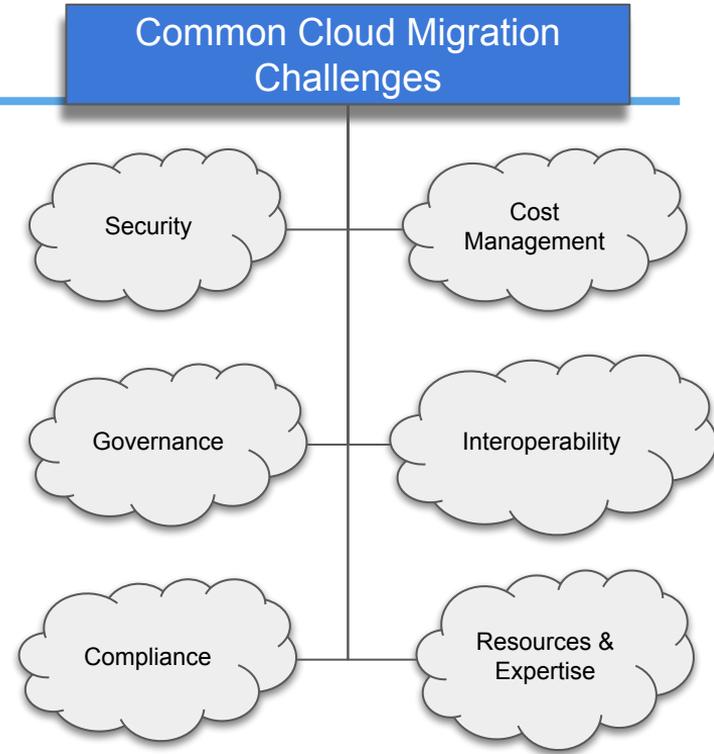
SSS submitted for and received 3 year funding from the Technology Modernization Fund (TMF) to support the migration.

Several working sessions between SSS and GSA occurred to provide consultation in the areas of acquisition and technical approach



Considerations/Factors

- Deadlines related to the TMF funding
- Improved resiliency requirements
- Improved scalability requirements
 - Based on known seasonal workloads
 - Automatic based on unknown triggers
- Enhanced cyber-security needs
 - System contains public PII
 - No longer on-premises
- Interoperability requirements
 - Interfaces with other federal systems for information sharing
 - On-premise hooks
- Internal resource and expertise constraints for Cloud architecture and migration



Recommended Approach - Phase 1

GSA recommended a modular acquisition approach

- Divide the year 1 scope into two separate acquisitions.
- Each acquisition will feed the next

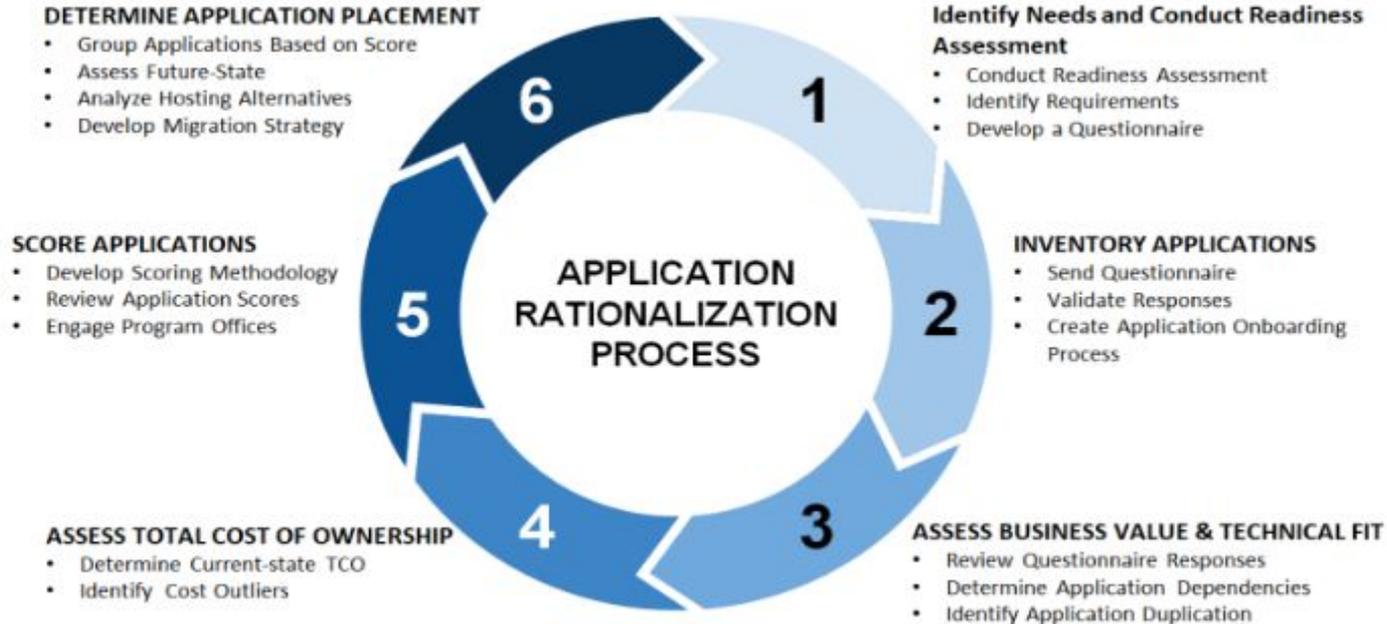
Phase 1 PWS - Application Rationalization

- **Scope:** Document existing system and all relevant dependencies
- Business, end user, infrastructure, data, cost, backup, uptime, interconnection requirements
- Deliverables from this phase produce requirements for the next PWS



Application Rationalization Playbook

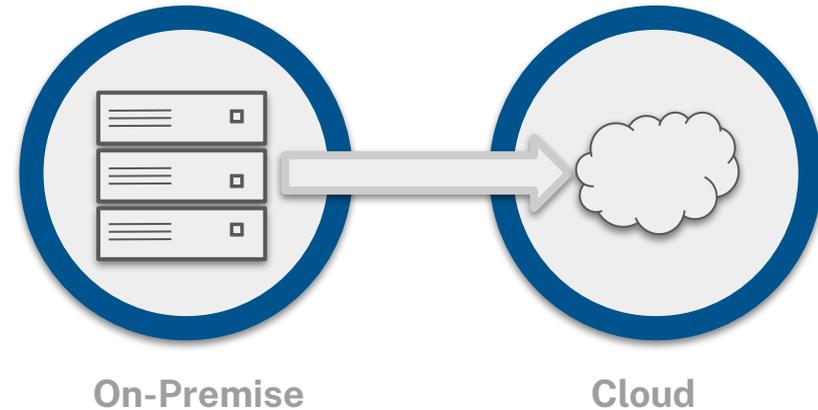
Federal CIO Council



Recommended Approach - Phase 2

Phase 2 PWS - Modernization & Migration

- **Scope:** Migration of SSS's system to a FedRAMP moderate cloud.
- Favor system refactoring over “lift and shift” approach to take advantage of cloud native functionality
- Design cloud system architecture, migration strategy and plan
- Execute migration
- Support and operations documentation
- Operational transition



Recommended Approach - Phase 3

Phase 3 PWS - Operations & Maintenance

- Scope: Helpdesk, System Administration
- Perform System Maintenance
- Configuration Management
- Backup Operations
- Asset Management
- Access Management
- Incident Management/Support
- Troubleshooting/Escalation
- Etc.



Outcome/Benefits

- Documented system and operations
- System scalability and resilience
- Vendor flexibility
- Socio-economic set-aside opportunities
- System portability (Multi-Cloud ready)
- Agile implementation
- Cost control
- Achievement of Cloud Smart objectives
- Reduction of in-house labor requirements



How Can We Assist You In Your Cloud Acquisition Journey?



For more information visit:
FAST
2023

Cloud Tools You Can Use

- Access our GSA Cloud Acquisition Subject Matter Experts, or request a scope review through Cloudinfo@gsa.gov
- Find cloud related acquisition tools on our buy.gsa.gov site: gsa.gov/cloud
- Request a Market Research as a Service (MRAS) through: gsa.gov/mras
- Visit the governmentwide Cloud Information Center for best practices cic.gsa.gov

For support on using the new ordering procedures for consumption based ordering see the Cloud Ordering Guide on gsa.gov/cloud or contact our Cloud Acquisition SMEs via email on Cloudinfo@gsa.gov





USE CASE 3

Reducing Risk Posture for Supply Chain Risk Management (SCRM)



Speaker



Mark A. Johnson

Director, Region 6 Assisted Acquisition Services
(AAS), GSA



Executive Orders

Historical Drivers

- Executive Order 13806
- Executive Order 14017



Agency Need

- First intended to provide DoD and other affiliated Federal Agencies that have shared mission areas with DoD with illumination of critical DIB-related technology and other sector supplier networks (private and publicly-held companies) along with single network illuminations deemed critical to the Federal Government, on an ongoing basis.
- Second, provide timely, structured and unstructured data deliverables to DoD for integration with other datasets and broad dissemination among DoD and other affiliated Federal Agencies.



Acquisition Salient Characteristics

- Contract Facts
 - Multi-Tenant (Currently 35)
 - Base +1
 - \$74.5M Ceiling Threshold
 - On-Ramp Capable of new Tenants and spiral capability within the platform
 - Enterprise-wide Bulk Discount Pricing
 - Labor Augmentation Capable
- Contracting Officer (CO)
 - Jennifer Allsbury
 - jennifer.allsbury@gsa.gov
- Project Manager
 - Katie Doll
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Capabilities

- Government-Wide Information Sharing
- Unlimited Users
- Access to 31M unstructured sources and over 16K structured sources for information on over 500M legal entities, over 190 countries and over 1,100 industry categories
- Integration of Client Data Sets
- Foreign Data and Translation
- Transparency in Source Provenance and Auditability
- Risk Model
- Monitoring and Alerts
- Reduction of Noise
- National Security Subject Matter Expertise



Way Forward

- Multi-disciplined approach
- Toolkit for access to multiple solutions across SCRM information domain to support acquisition decision process
- Creation of an environment that provides a holistic common operating picture for informed decisions to be made
- Provide an increased awareness in risk mitigation methods that allow for logical assessments of data to be made





**FAST
2023**

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End Slide

Thank you for your participation!